

```

=====
"
"
"
"      IIIIIIIII      MMM      MMM      SSSSSSSSSS
"      IIIIIIIII      MMMMM      MMMMM      SSSSSSSSSSSS
"      III      MMMMMM      MMMMMM      SSS      SSS
"      III      MMM      MMMMMMMMMM      MMM      SSS
"      III      MMM      MMMMM      MMM      SSSSSSSSSS
"      III      MMM      MMM      MMM      SSSSSSSSSS
"      III      MMM      MMM      SSS      SSS
"      III      MMM      MMM      SSS      SSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSSSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSS
"

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05-09-1997 11:48:27.6

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R E Q U E S T E D R E P O R T

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TO YOUNG, M

REPORT FORMATTING

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51842 4138

	CALL FREQ	DIVISION					
		1221	1222	1223	1224	1225	1226
		STORES	STORES	STORES	STORES	STORES	STORES
NA	0	278	291	335	112	35	292
	1	9	16	16	61	83	.
Qtr.	4	375	389	149	431	319	656
Mo+	12	679	814	557	805	629	543
	24	232	159	289	166	307	181
	52	.	.	11	.	.	.
N/A	99	911	973	857	971	936	724

(CONTINUED)

Monthly Outlets w/ Win. Boy

	911	973	857	971	936	724	<u>Queen</u> 1301
Mo. with Total	<u>1084</u>	<u>1051</u>	<u>891</u>	<u>1150</u>	<u>1107</u>	<u>790</u>	<u>1369</u>
% with	84%	93%	90%	84%	84%	92%	95%
Only	37%	51%	25%	39%	51%	63%	75%

51842 4139

	DIVISION
	1229
	STORES
CALL FREQ	
0	316
1	2
4	826
12	1094
24	206
52	1
99	1301

QTR/4

51842 4140

Winston H. Roy

```
IIIIIIIII  MMM      MMM      SSSSSSSSSS
IIIIIIIII  MMMMM      MMMMM      SSSSSSSSSSSS
      III  MMMMMMMM  MMMMMMMM  SSS      SSS
      III  MMM  MMMMMMMMM  MMM      SSS
      III  MMM      MMMMM      MMM      SSSSSSSSSS
      III  MMM      MMM      MMM      SSSSSSSSSS
      III  MMM      MMM      MMM      SSS      SSS
IIIIIIIII  MMM      MMM      SSSSSSSSSSSS
IIIIIIIII  MMM      MMM      SSSSSSSSSSSS
```

05-09-1997 11:53:42.2

REQUESTED REPORT

TO YOUNG, M

REPORT FORMATTING

51842 4141

	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	233	170	217	23	14	226
1	4	.	8	18	18	.
4	65	53	52	34	24	191
12	460	579	510	409	245	429
24	209	140	281	155	214	168
52	.	.	10	.	.	.
99	.	1	.	.	.	.

1
1229

867

190

(CONTINUED)

Monthly Outlets w/ Win. Lt. Boy

	<u>1221</u>	<u>1222</u>	<u>1223</u>	<u>1224</u>	<u>1225</u>	<u>1226</u>	<u>1229</u>
<i>No. with</i>	669	719	791 801	564	459	597	1057
<i>TOTAL</i>	1084	1051	891	1150	1107	790	1369
<i>% with</i>	62%	68%	90%	49%	42%	76%	77%

QTR 6% 7% 15% 3% 4% 18% 9%

51842 4142

	DIVISION
	1229
	STORES
CALL FREQ	
0	131
1	.
4	102
12	867
24	190
52	.
99	.

51842 4143

All Region Calls

```
IIIIIIIII  MMM      MMM      SSSSSSSSSS
IIIIIIIII  MMMMM    MTMMM    SSSSSSSSSSSS
      III  MMMMMMM  MMMMMMM  SSS      SSS
      III  MMM  MMMMMMMMM  MMM  SSS
      III  MMM  MTMMM  MMM  SSSSSSSS
      III  MMM  MMM  MMM  SSSSSSSS
      III  MMM      MMM      SSS      SSS
IIIIIIIII  MMM      MMM  SSSSSSSSSSSS
IIIIIIIII  MMM      MMM  SSSSSSSSSS
```

05-09-1997 12:06:28.8

REQUESTED REPORT

TO YOUNG, M

REPORT FORMATTING

51842 4144

	REGION					
	12					
	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	721	596	948	377	525	751
1	120	259	386	167	1483	2
4	1004	763	342	1132	626	1042
12	834	887	585	981	775	596
24	250	164	293	169	332	194
52	.	.	13	.	.	.
99	1	1	.	.	.	.

1109

1160

208

1

(CONTINUED)

1084 1051 891 1150 1107 790 1369

51842 4145

	REGION	
	12	
	DIVISION	
	1229	1240
	STORES	STORES
CALL FREQ		
0	1627	1
1	26	.
4	1109	.
12	1160	.
24	208	.
52	1	.
99	1	.

51842 4146

Winston Lt. Box 100

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=====
"
"
"      IIIIIIIII      MMM      MMM      SSSSSSSSSSS
"      IIIIIIIII      MMMMM      MMMMM      SSSSSSSSSSSSS
"      III      MMMMMM      MMMMMM      SSS      SSS
"      III      MMM      MMMMMM      MMM      SSS
"      III      MMM      MMMMM      MMM      SSSSSSSSS
"      III      MMM      MMM      MMM      SSSSSSSSS
"      III      MMM      MMM      SSS      SSS
"      III      MMM      MMM      SSS      SSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSSS
"      IIIIIIIII      MMM      MMM      SSSSSSSSSSS
"
"
"
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05-09-1997 11:57:05.1

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R E Q U E S T E D R E P O R T

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TO YOUNG, M

REPORT FORMATTING

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51842 4147

	DIVISION					
	1221	1222	1223	1224	1225	1226
	STORES	STORES	STORES	STORES	STORES	STORES
CALL FREQ						
0	186	159	153	12	7	181
1	1	.	2	16	15	.
4	31	9	27	16	18	100
12	274	364	357	119	235	253
24	138	125	226	79	201	98
52	.	.	9	.	.	.
99	.	1	.	.	.	.

636

159

(CONTINUED)

attests w/ WL100 Box

	<u>1221</u>	<u>1222</u>	<u>1223</u>	<u>1224</u>	<u>1225</u>	<u>1226</u>	<u>1229</u>
<i>With</i>	412	489	⁹² 580	298	434	351	805
<i>Total</i>	<u>1084</u>	<u>1051</u>	<u>891</u>	<u>1150</u>	<u>1107</u>	<u>790</u>	<u>1369</u>
<i>% with</i>	38%	46%	46%	26%	39%	44%	59%

→ 7442

<i>atrkly</i>	3%	1%	5%	2%	2%	10%	2%
---------------	----	----	----	----	----	-----	----

51842 4148

	DIVISION
	1229
	STORES
CALL FREQ	
0	100
1	.
4	26
12	636
24	159
52	.
99	.

51842 4149